Contents

| Program counts | 3 |
|---|------|
| Patient information | 4 |
| Patient counts by small area boundary | . 4 |
| Medical cannabis cardholder growth | . 5 |
| Patient age groups | . 6 |
| Qualifying conditions | . 7 |
| Patient activity metrics | 8 |
| Patient renewals per month | . 8 |
| Patient purchase history | . 8 |
| Transactions and sales | 9 |
| Month-to-month sales in \$ | . 9 |
| Cumulative sales in \$ | . 10 |
| Total order discount at pharmacies | . 11 |
| Products sold by type | . 12 |
| Sales per type over time in \$ | . 12 |
| Delivery in \$ | . 13 |
| Deliveries by county | . 14 |
| Pickups in \$ | . 15 |
| Pickups by county | . 16 |
| Qualified Medical Providers (QMP) information | 17 |
| QMPs by county | . 17 |
| QMPs by certification type | . 18 |
| Appendix | 19 |
| Definitions | . 19 |
| Patient information | . 19 |
| Patients by county | . 20 |
| Patients by small area boundary table | . 21 |
| Cardholder growth | . 21 |
| Delivery monthly | . 21 |



July 2023 Report

Data retrieved 8/1/2023

Utah Department of Health Center for Medical Cannabis 195 N 1950 W Salt Lake City, Utah 84116

(p) (801)-538-6504 (w) medicalcannabis.utah.gov (e) medicalcannabis@utah.gov



Program counts

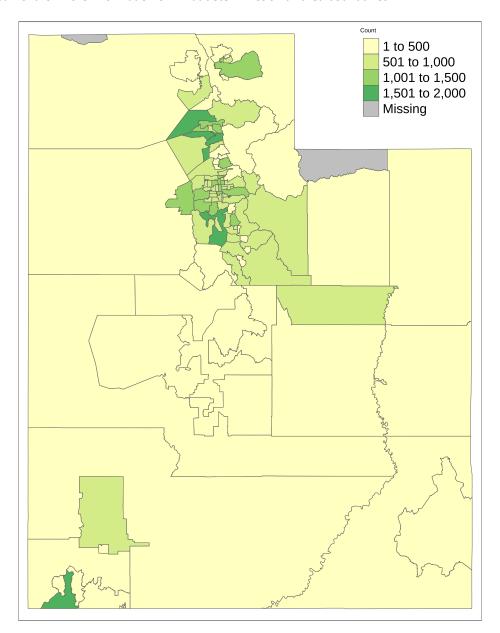
| Description | Count |
|-----------------------------------|--------|
| Patients | 71,206 |
| Qualified Medical Providers (QMP) | 957 |
| Pharmacy agents | 734 |
| Pharmacy Medical Providers (PMP) | 74 |



Patient information

Patient counts by small area boundary

See this document for more information on what determines small area boundaries.

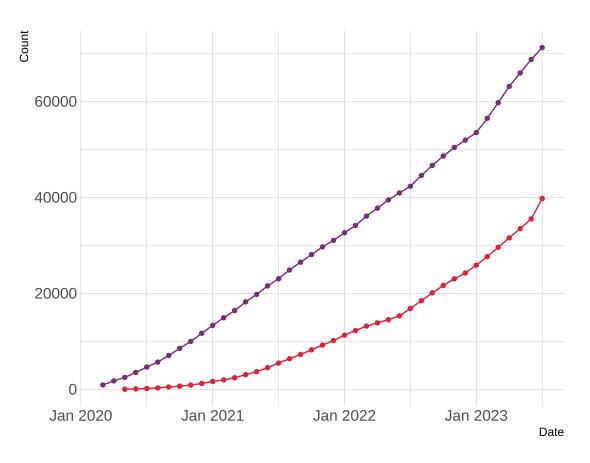




Medical cannabis cardholder growth

Cumulative current active and expired patients

Note that these counts are based on the patient's current status (Expired or Active) as of querying the data. Because these counts are based on current status, counts per month may change on subsequent reports.

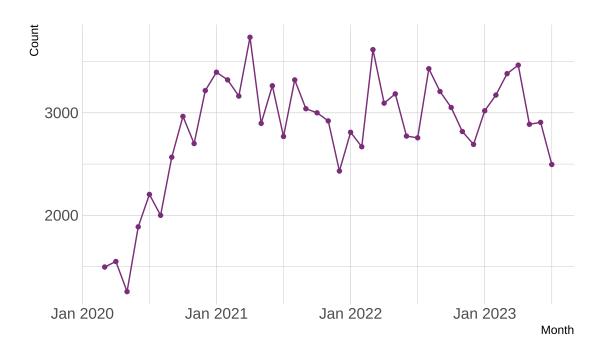


Data ← Activated per month ← Expired per month



New patients per month

The new patients per month can be in any status - active, expired, pending renewal, etc.



Data - New patients per month

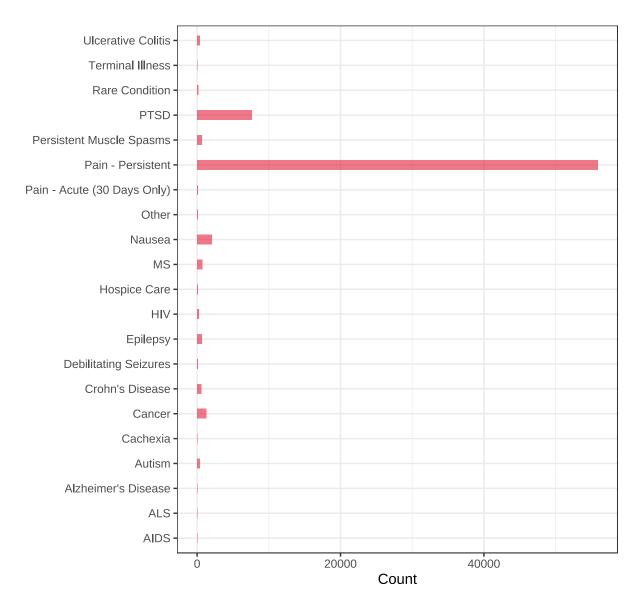
Patient age groups

| Detail | Count |
|--------------|--------|
| 13 and Under | 28 |
| 14-17 | 20 |
| 18-20 | 73 |
| 21-30 | 14,979 |
| 31-40 | 19,171 |
| 41-50 | 15,619 |
| 51-60 | 9,390 |
| 61-70 | 7,985 |
| 71 and Over | 3,941 |
| | |

6



Qualifying conditions

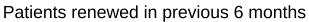


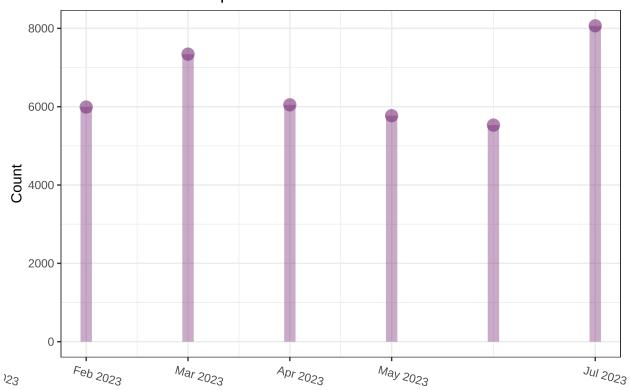


Patient activity metrics

Patient renewals per month

This chart counts the renewal per patient based on only their most recent renewal.





Patient purchase history

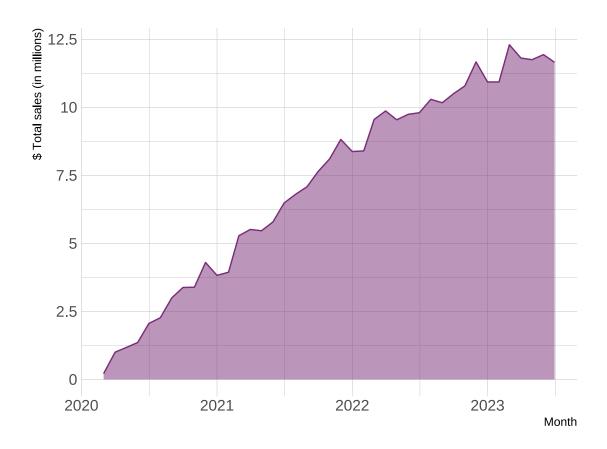
| Purchases | Patients |
|-----------|---|
| 1 or more | 40,267 |
| 2 or more | 23,361 |
| 3 or more | 14,548 |
| 4 or more | 9,461 |
| 1 or more | 50,533 |
| 2 or more | 35,719 |
| 3 or more | 26,358 |
| 4 or more | 20,189 |
| 1 or more | 56,197 |
| 2 or more | 42,817 |
| 3 or more | 33,729 |
| 4 or more | 27,226 |
| | 1 or more 2 or more 3 or more 4 or more 1 or more 2 or more 4 or more 4 or more 1 or more 2 or more 3 or more |

8



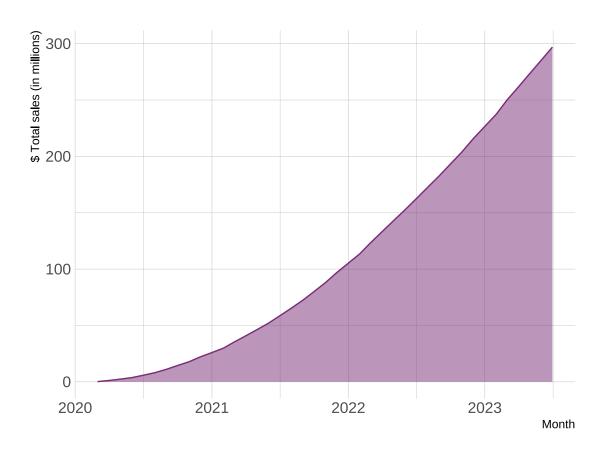
Transactions and sales

Month-to-month sales in \$



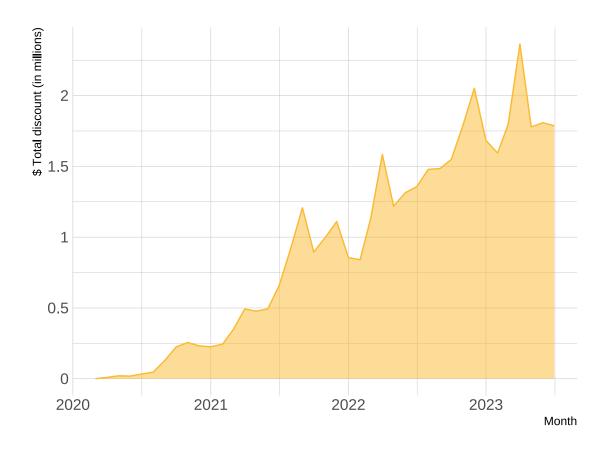


Cumulative sales in \$





Total order discount at pharmacies



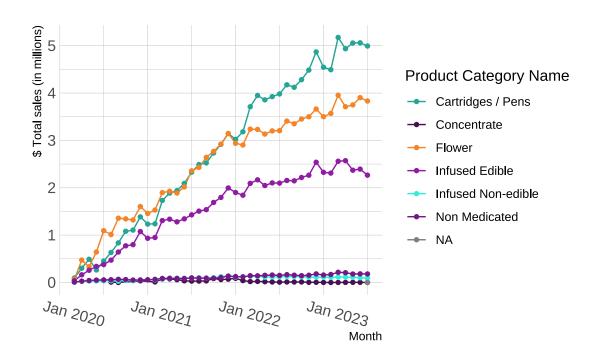


Products sold by type

Totals for this month

| Product Category Name | Total Sales | Product Subtypes |
|-----------------------|-------------|--|
| Cartridges / Pens | \$4,993,405 | Vape Cartridges, Vape Pens |
| Concentrate | \$59.03 | Tinctures |
| Flower | \$3,832,159 | Buds, Finished Flower, Pre-Pack |
| Infused Edible | \$2,265,991 | Gummies, Lozenges, Oils, Sprays, Liquid Suspensions, Capsules, Pills |
| Infused Non-edible | \$88,788.17 | Balms, Gels, Lotion, Patches, Salves, Topical |
| Non Medicated | \$179,485.8 | Pens, Vaporizers, Devices, Grinders, Batteries, Cases |
| NA | \$0 | NA |

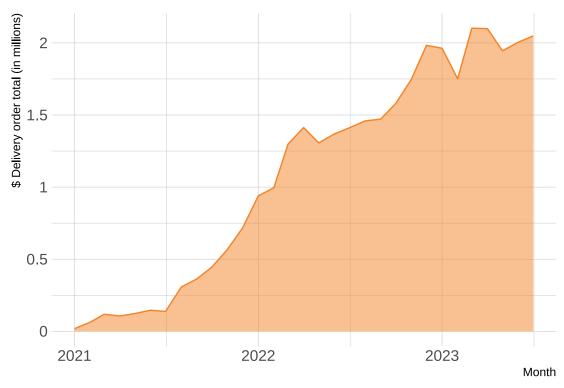
Sales per type over time in \$





Delivery in \$

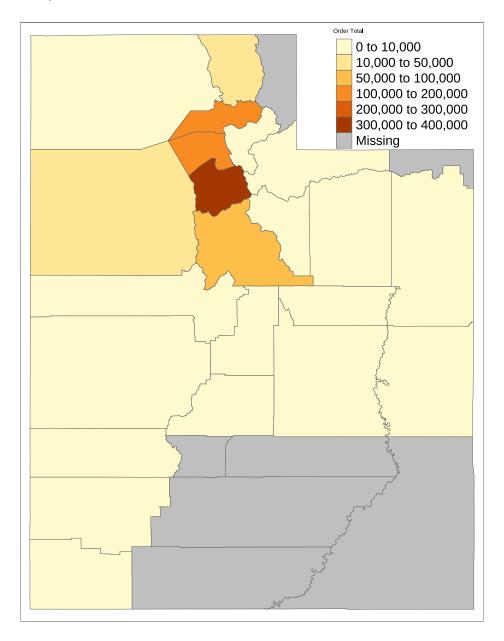
Delivery order totals





Deliveries by county

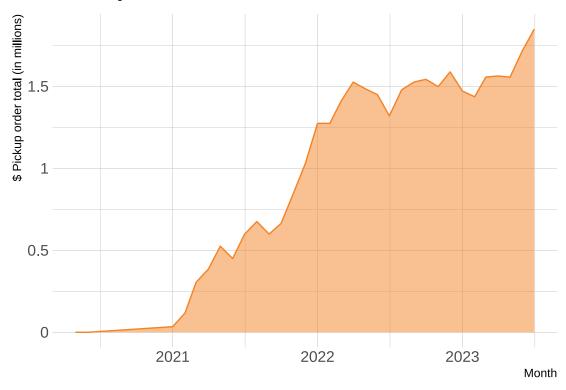
Deliveries per county for month





Pickups in \$

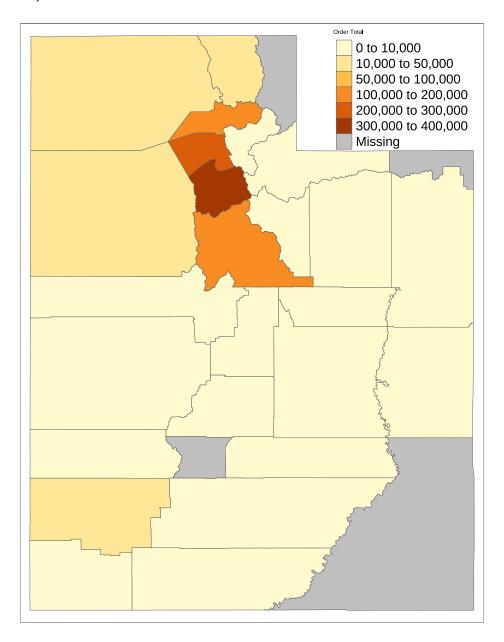
Pickup order totals





Pickups by county

Pickups per county for month





Qualified Medical Providers (QMP) information

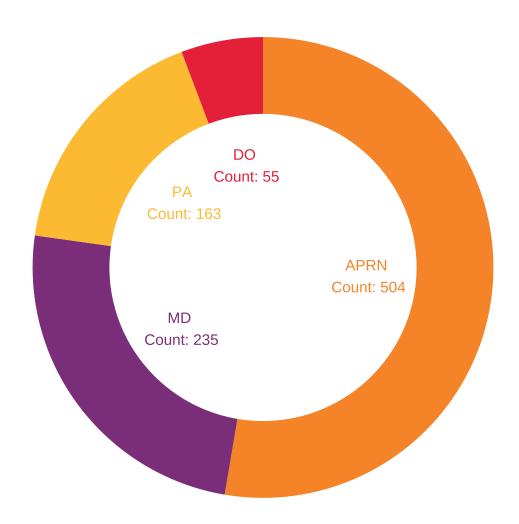
QMPs by county

Estimates based on most recently entered Office address for each QMP.

| Count |
|-------|
| 467 |
| 149 |
| 76 |
| 67 |
| 61 |
| 22 |
| 14 |
| 13 |
| 11 |
| 9 |
| 7 |
| 6 |
| 5 |
| 5 |
| 4 |
| 3 |
| 3 |
| 3 |
| 3 |
| 3 |
| 2 |
| 1 |
| 1 |
| 1 |
| |



QMPs by certification type





Appendix

See zip file at https://medicalcannabis.utah.gov/resources/reporting/ under 'Primary Data for Reporting' for csv files for the data presented in this report.

Definitions

- Pharmacy Agent: Employee at a Utah Medical Cannabis pharmacy
- Pharmacy Medical Provider (PMP): Pharmacist at a Utah Medical Cannabis Pharmacy
- Qualified Medical Provider (QMP): Utah-licensed physicians (MD, DO), advanced practice registered nurses, and physician assistants who are registered through the Utah Department of Health's Electronic Verification System (EVS) to recommend cannabis.
- Utah Department of Agriculture (UDAG): The Utah Department of Agriculture regulates Utah cannabis cultivators, processors, and manages lab testing.
- Utah Department of Health and Human Services (DHHS): The Utah Department of Health regulates medical cannabis pharmacies, medical recommendations, and patients.

Patient information

Data for patient, QMP, PMP, and pharmacy agent counts are obtained from the Electronic Verification System (EVS).



Patients by county

Counties with 11 or fewer patients will appear with NA counts.

| Detail | Count |
|------------|--------|
| Salt Lake | 28,834 |
| Utah | 11,783 |
| Davis | 7,936 |
| Weber | 7,403 |
| Cache | 2,941 |
| Washington | 2,926 |
| Box Elder | 1,458 |
| Tooele | 1,318 |
| Summit | 1,232 |
| Iron | 1,104 |
| Wasatch | 708 |
| Carbon | 706 |
| Sanpete | 436 |
| Other | 309 |
| Uintah | 290 |
| Sevier | 247 |
| Emery | 243 |
| Duchesne | 217 |
| Juab | 203 |
| Millard | 199 |
| Morgan | 182 |
| Beaver | 123 |
| Grand | 116 |
| Garfield | 90 |
| Kane | 75 |
| Rich | 41 |
| San Juan | 38 |
| Piute | 22 |
| Daggett | 15 |
| Wayne | 11 |



Patients by small area boundary table

Which boundary a patient resides in was determined using UGRC's geocoding API. These counts do not include PO Box addresses or addresses entered in a format that the API cannot parse. Boundaries with 11 or fewer patients will have NA as their count.

Cardholder growth

'New Patients Per Month' are new unique patient activations per month. Patients in these counts may no longer be active.

'Activated Per Month' Counts are based on *current* active patients. The month is determined by when they were first made active. Since these counts are based on current active patients, counts in previous months may change as patients expire and renew.

'Expired per Month' Counts are based on currently expired patients organized by the month of their most recent expiration.

The 'Most recent renewal' counts are current active patients organized by the month of their most recent card renewal. Patients who have never renewed are excluded.

'Most Recent Activation or Renewal' is all currently active patients organized by their most recent renewal or activation, if their activation is more recent.

Delivery monthly

Delivery data is retrieved from MJ Freeway. Totals prior to November 2021 may be incomplete.